

BUSINESS METHOD FOR FACILITATING THE SALE OF GOODS AND
SERVICES

Abstract of the Disclosure

A method for facilitating the purchase of goods and services of a targeted population, typically of medium to small-sized industrial manufacturers, fabricators and others, at a lower total cost. A facilitating entity establishes and acts as the hub of a trading network and provides multiple value-added services to facilitate trade through that hub. The facilitating entity establishes business relationships with selected suppliers of goods and services and with business partners. The facilitating entity negotiates attractive prices with the suppliers given the volume purchases of its business partners and of the business partner customers. The facilitating entity also establishes an information processing system that provides access to the trading network's suppliers by the business partners and the business partner customers and their employees. The resulting arrangement is mutually beneficial to the business partners, customers and suppliers, enabling all three to realize increased efficiencies and profitability.

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